BLACKCRAB SOLUTIONS
CAPABILITY STATEMENT · COMMERCIAL

SERVICE-DISABLED VETERAN-OWNED
SBA-certified SDVOSB · VOSB
CA-certified Small Business · SB-PW

FOR CONTRACTORS AND OWNER-LED BUSINESSES

Senior operations help for businesses that have outgrown the way they were built.

BlackCrab Solutions gets into the work with your team, finds what is costing you money, builds the fix, and hands it back working. Bids, books, billing, compliance, and systems.

01
More of the right work
A bid process that screens out bad pursuits, prices what is really in the plans, and wins more of what you chase.

02
Cash you can see
Job costing, retention, and holds you can track by project, so money already earned gets collected.

03
An owner who is not the bottleneck
Clear roles, written processes, and scorecards your team runs without you in every decision.

WHAT WE FIX

Bids & Preconstruction
Go/no-go screening, estimating, proposals, bid tracking, design-build and federal packages

Billing, Retention & A/R
Billing backlog, retention and compliance holds, aging cleanup, collections

Systems, IT & AI
IT vendor transitions, cloud migration, document control, AI tools with written playbooks

Books, Job Costing & WIP
QuickBooks job structure, WIP schedules, true job profit by customer and project

Operations & Org Design
Decision rights, playbooks, handbook, scorecards, office moves, key-person continuity

Payroll & Compliance
Certified specialists in place and managed: certified payroll, DIR, wage-and-hour

RECENT RESULTS

CLIENT NAMES KEPT CONFIDENTIAL

CONSTRUCTION CONTRACTOR · PRECONSTRUCTION

$141.9M in bids submitted in 2025 across 127 bids, more than double 2024. $30M+ in proposals in a single two-week sprint. 1 in 7 bids won and $10M+ in contract awards in 12 months.

CONSTRUCTION CONTRACTOR · BACK OFFICE REBUILD

Rebuilt QuickBooks job costing across 61 projects and 25 customers, making about $600K in held retention and compliance payments trackable for collection. Captured a departing finance lead's workflows and flagged 4 continuity risks.

CONSTRUCTION CONTRACTOR · OPERATIONS AND SYSTEMS

Built a decision-rights and scorecard system across 7 operating functions and 23 field staff. Led the IT vendor transition and cloud migration ahead of a hard server shutdown date.

ROOFING CONTRACTOR · FEDERAL BID

Built the estimate and proposal for a $1.52M Navy roof replacement and caught $185K in missing scope before it was priced into a loss.

THE FOUNDER

EDDIE L. MEDINA

RETIRED U.S. NAVY SENIOR CHIEF · MASTER EOD TECHNICIAN

20 years leading teams in work with no room for error. Now he works alongside yours. Multiple combat deployments across four regions. Bilingual in Spanish.

$141.9M	Bids submitted in one year for one client
$10M+	Contract awards for that client in 12 months
61	Projects with job costing restored
~$600K	Held payments made trackable for collection

HOW WE WORK

1. **Diagnose.** Find the real problem.
2. **Stabilize.** Stop the loss first.
3. **Build.** Systems, processes, and playbooks.
4. **Hand Off.** Your team owns it. We follow through.

WHY BLACKCRAB

- **In the work.** On site, remote, or hybrid, side by side with your people, not from a slide deck.
- **Senior-led.** Every engagement is led by the founder, a retired Navy Senior Chief and bomb disposal technician with 20 years of high-stakes leadership.
- **Construction fluent.** GCs, subs, public works, federal bids, certified payroll, and DIR.
- **Built to hand off.** Standards, records, and training your team keeps running.

THE FOUNDER AT A GLANCE

- **20 years** of Navy EOD leadership.
- **4 combatant command regions** and 12 countries.
- **Joint, interagency, and partner-nation** teams led.

START HERE

Step 1	Mission Assessment
Format	Diagnosis + written plan
Then	Scoped project + follow-through

WHO WE HELP

General contractors and specialty subcontractors
Public works and federal construction contractors
Owner-led businesses that have outgrown their systems

COMPANY

Status	Service-Disabled Veteran-Owned
CA DGS	Small Business (Micro) · SB-PW
Entity	California LLC, est. 2023
Region	Southern California

Eddie L. Medina FOUNDER
Book a Mission Assessment.

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